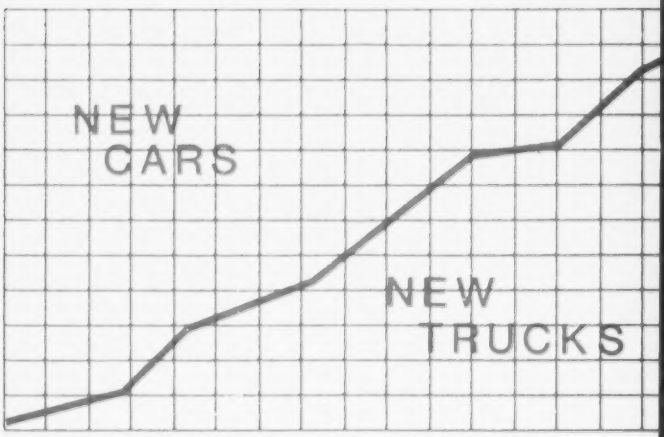
POCKET SUMMARY

DECEMBER
1991

OF REGISTRATIONS



COURTESY OF

POLK®

R L POLK & CO
STATISTICAL SERVICES
DIVISION

NEW PASSENGER CAR REGISTRATIONS - MONTH

MAKES	DECEMBER 1991	DECEMBER 1990	% '91 VS '90	% INC 1991	% INC 1990
CHRYSLER	10791	11428	115.87	2.24	1.76
LEBARON	8031	4844	165.79	1.28	.71
NEW YORKER	1765	1768	99.26	.28	.26
5TH AVE	1196	1695	88.71	.41	.53
IMPERIAL	1048	1450	88.13	.17	.23
DODGE	23549	32600	70.87	7.64	4.77
DAYTONA	1178	1718	86.12	.18	.25
SHADOW	5950	5983	93.38	.95	.88
SPIRIT	8216	8677	111.64	.99	1.27
DYNASTY	7854	11994	58.81	1.71	1.77
PLYMOUTH	14558	20817	69.96	2.32	3.05
HORIZON	24	161	14.72	-	.02
SUNDANCE	4903	5606	84.45	.78	.85
ACCLAIM	6652	11110	61.65	1.10	1.64
LASER	1590	2141	76.16	.25	.31
EAGLE	4338	4247	102.38	.69	.62
PREMIER	1377	671	111.33	.12	.10
TALON	2031	2447	83.00	.32	.36
CHRYSLER CORP.	55362	63475	80.46	8.83	10.19
FORD	7546	8788	90.62	12.58	12.89
ESCORT	19702	21049	91.79	3.07	3.09
PROBE	2874	3491	84.25	.46	.50
MUSTANG	6501	9033	66.43	.95	1.33
TEMPO	13037	12636	104.00	2.07	1.84
TAURUS	23345	22275	104.99	3.73	3.25
CROWN VICTORIA	4963	9769	50.70	.79	1.43
THUNDERBIRD	5288	6973	76.27	.84	1.02
LINCOLN	15051	19476	77.28	2.39	2.86
MERCURY	26681	25521	104.47	4.24	3.74
TRACER	2808	4008	70.06	.45	.59
TOPAZ	4710	3505	134.38	.75	.51
SABLE	8710	6799	122.22	1.32	1.00
COUGAR	3150	4369	72.15	.50	.64
GRAND MARQUIS	5182	5654	109.51	.98	.83
FORD MOTOR CO.	121760	133060	91.51	19.31	19.52
BUICK	42855	41364	104.44	6.82	6.02
SKYLARK	4725	7129	66.28	.75	1.05
CENTURY	8672	8059	107.61	1.38	1.18
REGAL	6336	8595	73.72	1.01	1.26
LESABRE	14002	8547	163.82	2.23	1.25
ROADMASTER	3248	-	-	.52	-
PARK AVE	4996	6955	70.43	.78	1.02
RIVIERA	909	1232	73.78	.14	.18
REATTA	97	515	14.95	.01	.08
CADILLAC	18925	24573	77.12	3.01	3.60
ALLANTE	104	356	29.21	.02	.05
ELDORADO	1611	1886	85.52	.26	.28
SEVILLE	2411	3220	74.88	.38	.47
CHEVROLET	87012	94328	92.24	13.86	13.84
PRIZM	7535	10266	73.42	1.20	1.51
CAVALIER	19257	24519	78.54	3.09	3.60
LUMINA	14698	14797	99.33	2.34	2.17
CORSICA	13418	9568	140.24	2.13	1.40
BERETTA	4508	4513	99.89	.72	.66
CAMARO	4745	3715	127.77	.75	.55
CORVETTE	1443	1686	85.59	.23	.25
CAPRICE	6304	8528	73.83	1.00	1.25
OLDSMOBILE	31075	33190	93.63	4.94	4.87
ACHIEVA/CALAIS	1342	6838	19.63	.21	1.00
CUTLASS CIERA	9583	7553	126.86	1.54	1.12
CUTLASS SUPRM	6424	8053	79.77	1.02	1.19
TORONADO	515	1087	47.38	.08	.16
PONTIAC	38495	43099	89.32	6.12	6.32
SUNBIRD	6419	10604	60.53	1.02	1.56
GRAND AM	11200	13319	84.09	1.78	1.94
6000	305	3457	8.82	.05	.51
BONNEVILLE	8545	5021	170.19	1.36	.74
FIREBIRD	1674	1897	88.24	.27	.28
GRAND PRIX	7635	6928	110.20	1.21	1.02
SATURN	8687	1103	787.58	1.38	.16
GEN. MTRS. CORP	227093	237309	95.69	36.11	34.81
MISC. DOMESTIC	3	1	300.00	-	-
OTHER IMPORT	224180	241799	92.71	35.67	35.48
U.S. TOTAL	628528	681644	92.21		

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NEW PASSENGER CAR REGISTRATIONS - YEAR TO DATE

MAKES	YEAR TO DATE		% '91 VS '90	% IND		YEAR END
	1991	1990		1991	1990	1990
CHRYSLER	127484	180504	70.61	1.45	1.98	180504
LEBARON	60604	87457	69.30	.74	.96	87457
NEW YORKER	17030	38591	44.13	.21	.42	38591
5TH AVE	37740	37931	99.50	.46	.42	37931
IMPERIAL	11020	12522	88.01	.13	.14	12522
DODGE	331619	350551	94.60	4.03	3.85	350551
DAYTONA	15971	33938	47.05	.19	.37	33938
SHADOW	78728	69486	113.30	.96	.76	69486
SPIRIT	82031	91445	89.71	1.00	1.00	91445
DYNASTY	107941	103338	104.45	1.31	1.14	103338
PLYMOUTH	199877	245855	81.30	2.43	2.70	245855
HORIZON	671	12743	5.27	.01	.14	12743
SUNDANCE	55559	62432	88.99	.67	.69	62432
ACCLAIM	97326	107443	90.58	1.19	1.18	107443
LASER	28771	39305	73.20	.35	.43	39305
EAGLE	60319	58164	103.71	.73	.64	58164
PREMIER	12437	17194	72.33	.15	.19	17194
TALON	29972	27349	109.59	.36	.30	27349
CHRYSLER CORP.	719299	835074	86.14	8.74	9.17	835074
FORD	1077294	1302627	82.70	13.08	14.30	1302627
ESCORT	249513	283386	88.05	3.03	3.11	283386
PROBE	75324	102365	73.58	.91	1.12	102365
MUSTANG	79849	124202	64.29	.97	1.36	124202
TEMPO	187325	213355	87.80	2.28	2.34	213355
TAURUS	299567	307164	97.53	3.63	3.39	307164
CROWN VICTORIA	70515	115744	60.92	.86	1.27	115744
THUNDERBIRD	71825	103313	71.45	.90	1.13	103313
LINCOLN	181295	227239	79.78	2.20	2.50	227239
MERCURY	375153	383178	97.91	4.56	4.21	383178
TRACER	45550	32858	141.67	.57	.36	32858
TOPAZ	59411	70949	83.74	.72	.78	70949
SABLE	98744	95844	103.03	1.20	1.05	95844
COUGAR	57072	74259	76.85	.69	.82	74259
GRAND MARQUIS	93599	102483	91.33	1.14	1.13	102483
FORD MOTOR CO.	1633742	1917262	85.21	19.84	21.06	1917262
BUICK	546628	529190	102.76	6.65	5.81	529190
SKYLARK	82151	88199	93.47	.75	.97	88199
CENTURY	127656	112823	113.15	1.56	1.24	112823
REGAL	105125	86706	121.27	1.28	.95	86706
LESABRE	110328	151668	72.74	1.34	1.66	151668
ROADMASTER	36294	3	-	.44		3
PARK AVE	83368	61807	134.92	1.01	.68	61807
RIVIERA	13048	20741	62.91	.16	.23	20741
REATTA	2438	6374	38.25	.03	.07	6374
CADILLAC	214557	255397	84.01	2.61	2.81	255397
ALLANTE	2811	3177	88.67	.03	.03	3177
ELDORADO	15929	22991	69.28	.19	.25	22991
SEVILLE	26701	32443	82.30	.34	.37	32443
CHEVROLET	1164364	1316268	88.45	14.14	14.46	1316268
PRIZM	101648	105954	95.94	1.23	1.16	105954
CAVALIER	261151	291674	89.54	3.18	3.22	291674
LUMINA	214292	215097	99.63	2.60	2.36	215097
CORSICA	172837	162282	106.50	2.10	1.78	162282
BERETTA	61179	95386	64.14	.74	1.05	95386
CAMARO	53556	76415	70.09	.65	.84	76415
CORVETTE	11133	20984	53.06	.13	.23	20984
CAPRICE	112190	145998	76.84	1.36	1.60	145998
OLDSMOBILE	434825	505103	86.09	5.28	5.55	505103
ACHIEVA/CALAIS	54348	98874	54.97	.66	1.09	98874
CUTLASS CIERA	135634	133287	101.76	1.65	1.46	133287
CUTLASS SUPRM	90294	110236	81.91	1.10	1.21	110236
TORONADO	7667	14528	52.77	.09	.16	14528
PONTIAC	500212	625455	79.98	6.07	6.87	625455
SUNBIRD	94271	118886	79.30	1.14	1.31	118886
GRAND AM	147068	201734	72.90	1.79	2.20	201734
6000	24065	47176	51.01	.29	.52	47176
BONNEVILLE	71068	67397	105.45	.86	.74	67397
FIREBIRD	23769	37981	62.58	.29	.42	37981
GRAND PRIX	104342	114369	91.23	1.27	1.26	114369
SATURN	7956	1449	-	.86	.02	1449
GEN. MTRS. CORP.	2925871	3271042	89.45	35.53	35.92	3233042
MISC. DOMESTIC	3	78	3.84			78
OTHER IMPORT	2355774	3117748	75.54	35.89	34.25	3117748
U.S. TOTAL	8234717	9103204	90.46			9103204

UNITED STATES SUMMARY

NEW TRUCK REGISTRATIONS

MAKES	DEC	% IND	YEAR TO DATE		% '91 VS '90	% IND	
	1991		1991	1990		1991	1990
CHEVROLET	65921	23.61	1654247	1241172	88.23	24.55	25.87
CHRYSLER	913	.25	4660	2841	164.03	.11	.06
DODGE	37089	10.15	451114	461291	97.79	10.78	9.61
FORD	113026	30.93	1251956	1405065	89.10	28.83	29.26
FREIGHTLINER	1760	.48	21686	23685	89.07	.43	.49
G.M.C.	26300	7.20	306149	348836	87.76	7.05	7.27
HINO	176	.05	1905	2312	82.44	.04	.05
ISUZU	7250	1.98	104213	115450	90.35	2.40	2.41
IVECO	3	-	617	2811	21.96	.01	.05
JEEP	16099	4.40	175271	191979	91.30	4.03	4.00
KENWORTH	1139	.31	12101	15786	76.66	.28	.33
MACK/MIDLINER	937	.26	11369	17117	66.41	.26	.37
MERCEDES BENZ	84	.02	1110	1653	67.15	.03	.03
MITSUBISHI FUSO	246	.07	3093	3241	95.43	.07	.07
NAVISTAR	4390	1.20	61797	70373	87.81	1.42	1.47
OLDSMOBILE	3701	1.01	30859	24258	127.21	.71	.51
OSHKOSH	235	.06	4375	5178	84.49	.10	.11
PETERBILT	932	.25	10717	13863	77.31	.25	.29
PLYMOUTH	14696	4.02	174172	170770	101.99	4.01	3.56
PONTIAC	2383	.65	23186	28144	82.38	.53	.59
SCANIA	-	-	18	85	21.18	-	-
UD	205	.06	2211	2356	93.45	.05	.05
VOLVO	178	.05	906	863	104.98	.02	.02
WESTERN STAR	59	.02	620	1028	60.31	.01	.02
WHITEGMC	1106	.30	11498	14311	80.34	.26	.30
OTHER IMPORTS	46131	12.62	614131	627616	97.85	14.14	13.08
MISC. DOMESTIC	540	.15	6822	6001	113.68	.16	.13
U. S. TOTAL	365497		4344604	4798515	90.54		

TRUCKS BY WEIGHT GROUPS-YEAR TO DATE

MAKES	GVW 1 0-6	GVW 2 6-10	GVW 3 10-14	GVW 4 14-16	GVW 5 16-19.5	GVW 6 19.5-26	GVW 7 26-33	GVW 8 33 & OVER
CHEVROLET	630399	400857	13360	3314	79	4873	5557	308
CHRYSLER	4660	-	-	-	-	-	-	-
DODGE	330492	120622	-	-	-	-	-	-
FORD	761562	439607	-	18668	-	5145	18756	8218
FREIGHTLINER	-	-	-	-	-	40	1668	20878
G.M.C.	147148	138070	1816	1344	300	4418	1877	576
HINO	-	-	266	-	408	553	678	-
ISUZU	95343	-	5933	1165	831	797	244	-
IVECO	-	-	360	144	34	59	-	-
JEEP	175271	-	-	-	-	-	-	-
KENWORTH	-	-	-	-	-	-	275	11826
MACK/MIDLINER	-	-	-	-	-	331	861	10177
MERCEDES BENZ	-	-	-	-	-	356	754	-
MITSUBISHI FUSO	-	-	1715	-	633	396	349	-
NAVISTAR	-	-	-	22	36	8171	30129	23439
OLDSMOBILE	30859	-	-	-	-	-	-	-
OSHKOSH	-	354	502	1619	1341	339	9	211
PETERBILT	-	-	-	-	-	-	217	10500
PLYMOUTH	174172	-	-	-	-	-	-	-
PONTIAC	23186	-	-	-	-	-	-	-
SCANIA	-	-	-	-	-	-	-	18
UD	-	-	643	-	716	532	320	-
VOLVO	-	-	-	-	-	-	734	172
WESTERN STAR	-	-	-	-	-	-	-	620
WHITEGMC	-	-	-	-	-	-	-	11498
OTHER IMPORTS	605241	8890	-	-	-	-	-	-
MISC. DOMESTIC	795	357	81	-	2	1464	987	3136
TOTAL	2979128	1108757	24696	26876	4380	27274	71916	101577
1990 TOTAL	3164577	1317338	32072	31878	5844	36440	82734	127632
1991 vs '90	94.14	84.17	77.00	84.31	74.95	74.85	86.92	79.59

MANUFACTURERS' SALES RECORDS ARE USED IN COMPILING KANSAS BEGINNING WITH JULY, 1991.

NEW IMPORTED CARS LEADING MAKES

MAKES	YEAR TO DATE 1991		YEAR TO DATE 1990	
	UNITS	% OF INDUSTRY	UNITS	% OF INDUSTRY
DOMESTIC SPONSORED IMPORTS				
CHEVROLET METRO	92041	1.12	90084	.89
CHEVROLET STORM	76866	.93	94752	.93
DODGE COLT GL/VISTA SW	19185	.23	23122	.25
DODGE STEALTH	17839	.22	2368	.03
EAGLE SUMMIT	17910	.22	13289	.15
FORD FESTIVA	41176	.50	53098	.58
GM LOTUS	329	-	180	-
MERCURY CAPRI	1977	.24	6785	.07
PLYMOUTH COLT GL/VISTA SW	17550	.21	21161	.23
PONTIAC LEMANS	35629	.43	37687	.41
TC BY MASERATI	1390	.01	3555	.04
OTHERS	-	-	5198	.06
TOTAL DOMESTIC SPONSORED IMPORTS	339591	4.12	341079	3.75
OTHER IMPORTS				
ACURA	143592	1.74	137745	1.51
AUDI	12825	.16	20954	.23
BMW	51277	.62	60287	.66
DAIHATSU	5923	.07	10212	.11
HONDA	684847	8.32	711113	7.81
HYUNDAI	120936	1.47	132872	1.46
INFINITI	34762	.42	21074	.23
ISUZU	12706	.15	5812	.06
JAGUAR	10521	.13	18147	.20
LEXUS	68261	.83	59143	.65
MAZDA	219646	2.67	225158	2.47
MERCEDES BENZ	59183	.72	75317	.83
MITSUBISHI	163032	1.98	144082	1.58
NISSAN	379868	4.61	419022	4.60
SAAB	25895	.31	26394	.29
SUBARU	105229	1.28	101708	1.12
TOYOTA	673861	8.18	699832	7.69
VOLKSWAGEN	90394	1.10	123169	1.36
VOLVO	71238	.87	90570	.99
OTHERS	21287	.26	29132	.32
TOTAL OTHER IMPORTS	2955274	35.89	3117748	34.25
GRAND TOTAL ALL IMPORT CARS	3294865	40.01	3458827	38.00

NEW IMPORTED LIGHT TRUCKS LEADING MAKES (0-10,000 LBS)

DOMESTIC SPONSORED IMPORTS				
DODGE RAM 50	4933	.11	11880	.25
DODGE RAIDER	49	-	1493	.03
CHEVROLET GEO TRACKER	30869	.71	33640	.70
OTHER IMPORTS				
ISUZU	95343	2.19	105276	2.19
MAZDA	122616	2.82	122260	2.55
MITSUBISHI	29551	.68	42273	.88
NISSAN	167874	3.86	162140	3.38
SUZUKI	15155	.35	14267	.30
TOYOTA	267513	6.16	272053	5.67
VOLKSWAGEN	5031	.12	6747	.13
OTHERS	6391	.15	8776	.17
TOTAL OTHER IMPORT TRUCKS	709474	16.33	732892	15.27
GRAND TOTAL ALL IMPORT TRUCKS	745325	17.16	779995	16.25

UNITED STATES SUMMARY

(COMPILED FROM OFFICIAL STATE RECORDS BY THE STATISTICAL SERVICES DIVISION OF R. L. POLK & CO. SUPPLIED TO SUBSCRIBERS FOR INTERNAL USE RE-SALE, REPUBLISHING OR SHARING PROHIBITED.)

NEW VEHICLE REGISTRATIONS-UNITED STATES-CALENDAR YEAR TOTALS

YEAR	CARS	TRUCKS
1987	10165660	4963888
1988	10479931	5211100
1989	9852617	5100195
1990	9103204	4748515
1991	8234017	4344604

DECEMBER 1991 ISSUED 02/92

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